

Federal Biobased Products Preferred Procurement Program (FB4P) Process for Industry Investigation

Designation Item

This section details the item that has been investigated for designation in the FB4P.

Item Investigated: Fertilizers

Item Description: Fertilizers represent that group of products formulated or processed for use in soil improvement applications. Products in this item provide moisture holding capacity, nutrients for plant growth, and beneficial bacteria to convert nutrients into plant usable forms. These products are used to provide added nutrition to the sports turf, golf course, organic farming, horticulture, lawn care, landscape, and nursery industries. Biobased fertilizers are typically produced from natural agricultural waste feed stocks such as meat and poultry by-products, animal wastes, grocery scraps, restaurant grease and bakery wastes.

Industry Investigation

There are four main sources of information used to gather data about items for designation. These include Internet search engines, the Thomas Register, industry associations, and biobased industry contacts. Each of these sources provides different results. The Internet search engines and the Thomas Register provide many results when a keyword is entered. However, when investigating products through the industry associations and biobased industry contacts, the results tend to be product or company specific. A lengthy, but thorough list of biobased companies which product the designation item can be developed best by utilizing all four information sources.

Internet Search Engines

When searching the Internet, each search engine utilizes a different algorithm to find related topics. To maximize results and ensure correct data, keywords are entered into several search engines. Primary search engines include Google, Yahoo, WebCrawler and Meta Crawler.

Search Engine	Keywords	Results
Google	Fertilizer Organic Fertilizer Soil Improvement Plant Food Plant Fertilizer	www.trugreen.com www.fertilizer.com www.fertilizer.org www.tfi.org www.efma.org www.ifdc.org www.plantea.com www.simplot.com www.calfertilizer.org www.qafco.com
Yahoo	See Previous	www.envirosafefertilizer.com www.heirloomseeds.com www.organicfertilizer.com www.fishfertilizer.com www.megagro.com www.bghydro.com
Alta Vista	See Previous	www.wacker.com www.adbio.com www.helenachemical.com

Thomas Register

The Thomas Register, a free web service found at <http://www.thomasregister.com/>, provides a database of over 173,000 companies that can be searched by company name, product name or keyword. Each result contains contact information and may also include other useful information such as a product catalog.

Keyword	Results
Fertilizer	www.soilmoist.com www.magspecialties.com Terra International, Inc. United Agricultural Service www.biomassone.com
Organic Fertilizer	www.circle-one.com www.guano-gro.com www.ritekem.com
Plant Fertilizer	www.feeco.com www.beatlas.com
Plant Food	www.shentel.net www.schultz.com www.superthrive.com

Industry Associations

Industry associations provide a good source to identify potential manufacturers, determine additional keywords for internet searches, and provide general descriptions of products within an item. Many associations maintain official websites with lists of member organizations and in some cases catalogs of available products.

Association Investigated / Contacted	Results
Biobased Manufacturers Association United Soybean Board The Fertilizer Institute International Fertilizer Industry Association European Fertilizer Manufacturers Association International Fertilizer Development Center California Fertilizer Foundation	www.earthproducts.com www.novozymes.com www.soiltechcorp.com

Biobased Company Contacts

Company contacts come as a result of interaction with government officials, researchers, and industry representatives. FB4P staff follow-up on personal referrals or potential leads to possible biobased products.

Company	Contact Person	Results
Black Gold Compost Company	Michael Lang	Black Hen Organic Fertilizer Black Kow Cow Manure

Four All Seasons	Delayne Johnson	Biobased Fertilizer
Purdue AgriRecycle	Tom Ferguson	MicroStart 60
Griffin Industries	Rick Geise	Nature Safe 10-2-8 Nature Safe 12-2-0 Nature Safe 21-3-7 Nature Safe 8-5-5

Conclusion

The results from the four information sources indicate that 16 manufacturing companies in the United States are currently producing Fertilizers that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.